

NORTHWESTERN REGIONAL PRE-SOLICITATION MEETINGS FOR ARMY TRANSFORMATION

17 October 2005: Fort Riley, Kansas at the Ft Riley Conference Center Ballroom, 446 Seitz Drive, Ft. Riley, KS.

19 October 2005: Fort Carlson, Colorado at the Doubletree Hotel Colorado Springs-World Arena, 1775 E. Cheyenne Mountain Blvd., Colorado Springs, Colorado

21 October 2005: Fort Lewis, Washington at the Marriott Courtyard - Downtown Tacoma, 1515 Commerce Street, Tacoma, WA.

*****AGENDA*****

0800 – 0942	Registration
0943 – 1000	Greetings & Introductions
1000 – 1100	Program Overview
1100 – 1200	Acquisition Strategy
1200 – 1330	Lunch
1330 – 1430	Small Business & Bonding Overview
1430 – 1530	Panel Q&A
1530 – 1600	BREAK
1600 – 1630	10 TIPS TO IMPROVE YOUR PROPOSAL
1700 –	Networking

Over the past few months, the U.S. Army Corps of Engineers (USACE) has conducted national market research by holding nationwide Industry Forums to seek industry capability and input into how to execute a multi-billion dollar military construction (MILCON) program across the United States. In order to achieve the quality, flexibility, adaptability, sustainability, as well as time and cost savings that the Army is wanting to achieve, industry told USACE that it will have to consider the MILCON Program to open up its Program to many different types of construction methods that are available and utilized throughout the United States by private industry.

Industry shared four major recommendations:

1. Utilize industry best practices, standards and codes.
2. Utilize performance based (outcome oriented) type contracts versus its current prescriptive specifications that specify exactly what materials will be used, how the facility is to be constructed, and when each phase of the construction will be completed .
3. Construction methods such as pre-fabricated, pre-engineered, panelized or tilt-up walls and permanent modular construction methods are solutions that the Government should seriously consider in order to meet the needs of the Army.
4. The government could achieve cost savings through bulk buys of materials if awarded more than one of the same type of facility.

Northwestern Division (NWD) is still seeking feedback from the construction industry in order to determine our acquisition strategy for the FY06-FY11 Military Construction Program based on the three (3) Pre-solicitation meetings at Fort Riley, Fort Carson, Ft. Lewis, and the Market Research Questionnaire.

In order to determine the best acquisition strategies we need to identify firms capable of performing contracts of various sizes and locations. A survey has been developed to assist us structuring the number and type of contracts needed to accomplish the proposed program which could exceed \$2B over the next few years. All firms are encouraged to complete the survey which can be found at <http://www.surveymonkey.com/s.asp?u=433321323853>. **Copy and paste the link into your internet address box and follow the instructions.**

The survey will be available until October 31, 2005. You may print out a hard copy for viewing (excel spreadsheet/see attachment B).

NWD covers 14 states and due to the geographic and market diversity we are considering dividing our region into five zones to promote maximum participation by small and local businesses.

The zones are defined as follows:

Zone 1 - Northern Plains (ND, SD, MN, WI) Ellsworth & Minot AFB, Ft. McCoy, Grand Forks, Twin Cities Army Ammunition Plant and Badger Army Ammunition Plant

Zone 2 - Southern Plains (NE, IA, KS, MO) Forts Riley, Leavenworth, Leonard Wood; Offutt, McConnell and Whiteman AFBs; Iowa Army Ammunition Plant, Kansas Army Ammunition Plant and Lake City Army Ammunition Plant

Zone 3 - Front Range (WY, CO) Fort Carson, Buckley AFB, Schriber AFB, Peterson AFB, Air Force Academy, FE Warren AFB, Cheyenne Mountain AFB and Pueblo Army Depot

Zone 4 - Northwest Plains (Eastern WA, ID, MT) Fairchild AFB, Mountain Home AFB and Malmstrom AFB

Zone 5 - Northwest Coast (Western WA, OR) Fort Lewis, McChord AFB, Yakima Training Center, Portland Air National Guard

While not mandatory you are strongly encourage to complete the survey and provide the most accurate information of the number, size and capabilities of firms to accomplish projects from \$1M - \$200M. Our intent is to structure contracts which can be performed by small business therefore, information from these firms is essential. Please take time to complete this survey!

Additionally the gathered information will facilitate the development of teaming arrangements, for more information on teaming arrangements please check the SBA website at <http://sba.gov> or contact any Small Business Representative listed below:

Telephone calls regarding Small Business matters (Kansas City District) should be made to: Arthur Saulsberry 816-983-3927.

Telephone calls regarding Small Business matters (Omaha District) should be made to: Hubert Carter 402-221-4110.

Telephone calls regarding Small Business matters (Seattle District) should be made to: Mark Roush 206-764-6807.

Telephone calls regarding Small Business matters (Headquarters) should be made to: Carol McIntyre 503-808-3798.

Additional Informational Websites:

American Subcontractors Association <http://www.asaonline.com>

Associated Builder and Contractors <http://www.abc.org>

Design Build Institute of America <http://www.dbia.org/index.html>

Minority Supplier Council (Serving Western Missouri and Kansas) <http://www.m-s-c.org>

National Minority Business Council, Inc. <http://www.nmbc.org>

National Subcontractors Association <http://nsca.us>

Procurement Technical Assistance Centers <http://www.dla.mil/db/procurem.htm>

The Associated General Contractors of America <http://www.agc.org/index.wv>

Pre-Solicitation Meeting Registration

You are highly encouraged to register by e-mail to famane.c.brown@usace.army.mil, or fax to F. Brown at 402-221- 4119 and provide the information (using attachment A), also please view individual districts' websites for directions to the Pre-solicitation Meetings and further updates. **LAST DAY for Pre-registration is Friday October 14th at 5:00 PM Central time.**

Contractors may view the following websites at the following hyperlinks for updates:

Kansas City District Internet address <http://nwkebs.nwk.usace.army.mil/ebs/advertisedsolicitations.asp> click on Other Opportunities,

Omaha District Internet address <http://ebs-nwo.wes.army.mil/> click on Other Opportunities,

Seattle District Internet address <http://www.nws.usace.army.mil/ct/ebs/AdvertisedSolicitations.asp> click on Other opportunities,

ATTACHMENT A

Contractors must provide the following information for all visitors attending Ft. Riley 1) Visitor Driver's License; 2) Visitor Proof of Citizenship; and 3) Proof of insurance for your vehicle. Only provide the three items at the gate.

Name of Company:

Company Address:

Point of Contact (Name, phone number, e-mail):

Identify Location of forum (s) you will attend:

Indicate which installation(s) you are likely to bid as a prime or sub: